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Message Text

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PAGE 01 STATE 200315
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APPROVED BY EBOCA/CD:EMSACCHET
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R 231441Z AUG 77
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TO AMEMBASSY LAGOS
INFO AMEMBASSY LONDON
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E.O. 11652:NA

TAGS: BEXP, NI

SUBJECT: PRODUCT OPPORTUNITY - VISIT OF NIGER RIVER BASIN DEVELOPMENT AUTHORITY DELEGATION WEEK OF 8/14-18/1977

REF: A) LAGOS 09170, B) LONDON 13358, C) LAGOS 8881
D) STATE 184212

1. SUMMARY: THREE MEMBER TEAM FROM THE NIGER RIVER BASIN DEVELOPMENT AUTHORITY (NRBDA) WERE IN THE U.S. FOR FIVE WORKING DAYS, MEETING DURING THAT TIME WITH SIX EQUIPMENT SUPPLIERS THE TVA, BUREAU OF RECLAMATION, CORPS OF ENGINEERS AND USDOC. OVERALL IMPRESSION OF VISIT APPEARS TO BE HIGHLY FAVORABLE. SEVERAL FIRMS, UPON REQUEST, PROVIDED
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TEAM WITH WRITTEN PROPOSALS. DELEGATION ALSO APPEARED TO BE EXTREMELY INTERESTED IN TECHNICAL AND CONSULTING SERVICES OFFERED BY INTERIOR'S BUREAU OF RECLAMATION AND CORPS OF ENGINEERS.

2. NRBDA TEAM ARRIVED ON SCHEDULE IN U.S. AND WAS MET ON EVENING OF AUGUST 14 BY TEREX UPON THEIR ARRIVAL IN CLEVE-

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LAND. MEETINGS WITH TEREX AND WARNER AND SWASEY ON FOLLOW-
ING DAY WERE APPARENTLY FRUITFUL. HOWEVER, ON P.M. OF THE
15TH, STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) OF USDOC
LEARNED THAT TEAM HAD REVISED SCHEDULE ARRANGED BY SIPS IN

ORDER TO INCLUDE VISIT TO TVA, KNOXVILLE, TN FACILITY ON
THURSDAY, AUGUST 18, AT EXPENSE OF VISITS WITH INTERNA-
TIONAL HARVESTER AND J.I. CASE. MEETINGS OF AUGUST 16
TOOK PLACE WITH CATERPILLAR AND WABCO; THOSE OF AUGUST 17
WITH JOHN DEERE AND FIAT-ALLIS. SIPS DIRECTOR AND STAFF
MEMBER MET TEAM FOR BREAKFAST IN WASHINGTON ON MORNING
OF 19TH. STAFF MEMBER ACCOMPANIED TEAM TO MEETINGS IN
A.M. WITH BUREAU OF RECLAMATION AND CORPS OF ENGINEERS.
BEFORE LEAVING U.S. TEAM RECEIVED AT LEAST TWO WRITTEN
PROPOSALS THEY HAD REQUESTED DURING MEETINGS EARLIER IN
WEEK. OTHER FIRMS APPARENTLY ALSO PREPARING PROPOSALS.

3. ONLY PROBLEM WHICH AROSE DURING WEEK WAS CANCELLATION
OF I.H. AND J.I. CASE PLANT VISITS. SIPS HAS OBTAINED
PRODUCT LITERATURE FROM TWO FIRMS AND IS AIR POUCHING
SAME TO EMBASSY. MR. JOHN GANNA WAS VERY APOLOGETIC FOR
CHANGE OF ITINERARY EXPLAINING THAT HE FELT TRIP TO TVA
WAS MOST IMPORTANT. ENTIRE TEAM EXPRESSED GRATITUDE
FOR EFFORTS OF EMBASSY AND USDOC FOR ASSISTING THEM DUR-
ING THEIR SHORT VISIT.

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4. ALTHOUGH IT IS ASSUMED THAT FUTURE COMMUNICATIONS
BETWEEN NRBDA AND US FIRMS WILL BE WITH COMPANIES DIRECTLY
SUGGEST THAT EMBASSY REITERATE ITS WILLINGNESS TO ASSIST
AND REAFFIRM USDOC/OED/SIPS INTEREST IN DOING SAME. CHRISTOPHER

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Message Attributes

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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Review Release Event: n/a
Review Transfer Date:
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Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - VISIT OF NIGER RIVER BASIN DEVELOPMENT AUTHORITY DELEGATION WEEK OF 8/14-18/1977
TAGS: BEXP, NI
To: LAGOS
Type: TE
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